

Feb

Sent Via Electronic Mail

RS

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August 29, 1996

TO: ROU #1210 #1310
#1710 #2110
#2910
(Please distribute to all personnel)

RE: F.A. Davis & Sons, Inc.
Baltimore, MD/Ashland, VA

Sales		Retail	
1221		1222	
1222		1223	
1223		1226	
1224		1229	
1225		ROM	
1226		PC	SC
1229		MC	PA
1240			
1244		RSM	RBM

Ladies and Gentlemen:

As information, we wanted to provide an update on activities with F.A. Davis & Sons, Inc. as we proceed into September:

➤ New Account Numbers

- F.A. Davis, Paca Street, and MD-VA-NC Wholesalers, Cabot Drive will consolidate into (1) warehouse at Cabot Drive, effective 9/16. As of Monday, September 2nd, this branch will begin utilizing F.A. Davis Code Numbers on *all* brands.

Effective September 16, the Cabot Drive location will be recognized as **F.A. Davis & Sons, Inc. Account #729770.**

- As of September 16, the Ashland Branch will also change name to **F.A. Davis & Sons, Inc., Account #729900.** The current Code Numbers (formerly Eli Witt #s) will remain in effect until further notice.

Important Note to ROUs -- Please ensure all Primary, Secondary and VAP Numbers are updated to reflect account number changes.

146880
699715

51847 7550

➤ **Pilot Private Label Brand**

- F.A. Davis & Sons has approved continuation of our \$1.00 per carton off-invoice promotion on all cartons of Pilot styles through December 31, 1996.

➤ **Stickering Program**

- Program specifics/guidelines for the Cabot Drive location will be communicated by October 1.

We hope the above information is helpful to your efforts at retail. Should you encounter any problems or have any questions during this transition, please feel free to contact me.

Sincerely,
Reese
R.P. Stanley
KAM #2940

RPS:jk
cc: RSMs
KAM J.M. Birlin

AcctlInfo.doc

===== Displayed: 12 of 12 =====

Terr	Rte	Acct	CC	Name	Address	City	St	Zip
122111	999	399365	A00	A&P	# KINDERKAMACK RD	PARK RIDGE	NJ	07656
122111	999	399417	A00	A&P-FUTURE	# 2180 LEMOINE AVE	FORT LEE	NJ	07024
122112	999	399393	A00	A&P	# 830 RIVER RD	NEW MILFORD	NJ	07646
122202	830	289897	A01	SUN STATIONER	331 E GUN HILL RD	BRONX	NY	10467
122203	615	289374	A12	WESTCHESTER C	3001 WESTCHESTER AVE	BRONX	NY	10461
122203	350	289347	A12	LAMATESINA DI	4047 E TREMONT AVE	BRONX	NY	10465
122203	345	386383	A12	S & Q DELI.	3205 LAYTON AVE	BRONX	NY	10465
122202	318	289372	A04	PELHAM BAY TO	2940 WESTCHESTR AVE	BRONX	NY	10461
122202	375	289416	A04	VICTOR STATIO	4034 E TREMONT AVE	BRONX	NY	10465
122202	805	518128	A01	GASETERIA	91 WESTCHESTER SQ.	BRONX	NY	10461
122611	999	409672	A00	A&P #863 ROSE	375 TOMPKINS AVE	STATEN ISL	NY	10305
122614	235	272893	A00	A&P-FUTURE	# ALLENDALE AVENUE	ALLENDALE	NJ	07401

NOTE: 'X' Accts to View Detail, 'A' in Top Acct to view all Selected Accts
Command: _____ Next Function<?>: _____

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Menu Help Main Print Dload Zoom Top Contr Left Lgoff

Changed Primary Wholesaler from

699715 to 729770